

# T. David Nash

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## **Executive Profile/Core Accomplishments**

Driven Account Manager successful at expanding network connections and introducing products persuasively. Over 30 years Marine Industry experience. Extremely knowledgeable about the latest trends in the Marine Industry. Effective business to business closer. Highly experienced with boats and trailers.

Worked in all aspects of the business. Managed a portfolio of over 700 accounts, totaling \$20,000,000 in sales. Hired and compiled experienced sales teams, taking sales from \$12,000,000 to \$20,000,000 in less than 3 years.

## **Employment Experience**

### **Affordable Automobiles, Myrtle Beach, SC**

**Sales**                      *October 2014 –November 2016*

- Successfully worked as sales lead in the commercial truck and van division. Set up lead generation and follow up procedures.
- Exceeded sales quota on a regular basis while establishing a large client following.

### **Venture Trailers Inc, Baltimore, MD**

**V.P-Sales and Marketing**                      *April 1995 –September 2012*

- Led initiatives with inside and outside sales teams to develop marketing programs, upswell dealer orders and promote aftermarket parts and accessory sales.
- Successfully developed/enhanced an outside sales force and distribution network worldwide.
- Effectively took on the role of offshore sourcing lead for new products helping to maintain our competitive edge in the marketplace.

### **Independent Manufacturers Representative, Baltimore, MD**

**Owner**                      *October 1995-September 2012*

- Owned and operated successful manufacturers rep. firm specializing in the acquisition of boat and trailer dealers east of the Mississippi.
- Represented national brands including, SEA PRO, SEA HUNT, TIDEWATER, MANITOU, and PRINCECRAFT.

### **Load Rite Trailers, INC, Fairless Hills, PA**

**Regional Sales Manager**                      *August 1984 –September 1995*

- Successfully met and exceeded quota's annually in my assigned territory for new dealer acquisition.
- Designed, set-up and worked boat shows to promote products and enhance dealer sales.

## **Skill Highlights**

- Prospecting and cold calling
- Strategic Account Development
- National Account Management
- Proven Sales Track Record
- Strong deal closer
- Exceptional Customer Service Skills

## **Education**

**Millbury High School, Millbury, MA**

*Graduation: 1976*

**misc. College certificate programs, industry training and seminars**

*\*References available upon request*